

## District of Columbia Board of Real Estate

# Approved Prelicensing Schools 2003 - 2005

**Constance W. Maffin, GRI  
Chairperson**

The DC Real Estate Licensure Law requires prelicensing education for consumers interested in obtaining a Salesperson or Broker license. Prelicensing education is not required for Property Managers, although schools have been approved to offer prelicensing education for this field. **ALL BROKER AND SALESPERSON COURSES ARE CONDUCTED IN SEPARATE CLASSROOM SETTINGS. DISTANCE LEARNING (IE, CORRESPONDENCE COURSES OR ON-YOUR-OWN STUDY) IS NOT DC BOARD-APPROVED.**

<http://www.dcre.dc.gov> – DC Board of Real Estate website

<http://www.promissor.com>

[schanolia.barnes@dc.gov](mailto:schanolia.barnes@dc.gov) (education liaison)

[stephanie.johnston@dc.gov](mailto:stephanie.johnston@dc.gov) (clerical assistant)

**September 1, 2003**

<b>ASHBY'S REAL ESTATE INSTITUTE</b> 1533 Pennsylvania Avenue, SE Washington, DC 20003	<a href="mailto:jashby9980@aol.com">jashby9980@aol.com</a> (202) 543-8060 - PHONE (202) 543-9079 - FAX John Ashby - Director
<b>ALU-NIMA SCHOOL OF REAL ESTATE</b>	<a href="mailto:aluinfo@aol.com">aluinfo@aol.com</a> (301) 656-6462 – OFFICE (301) 656-6462 – FAX M.H. Bahreini – Director
<b>MD:</b> 4401 East-West Highway, Suite 309 Bethesda, MD 20814	
<b>DC:</b> East Capital View CDC's Resource Center 5725 East Capital Street, SE Washington, DC 20019	
<b>COLDWELL BANKER INSTITUTE OF REAL ESTATE</b> 7220-C Columbia Pike Annandale, VA 22003	<a href="mailto:bfrost@cbstevens.com">bfrost@cbstevens.com</a> <a href="mailto:dmfawcett@coldwellbankermove.com">dmfawcett@coldwellbankermove.com</a> (703) 256-5540 - PHONE William Frost – Director Doreen Fawcett – Assistant
<b>COLQUITT CARRUTHERS INC., TRAINING CENTER</b> 565 Benfield Road, Suite 400 Severna Park, MD 21146	<a href="mailto:career@prudentialcarruthers.com">career@prudentialcarruthers.com</a> website: <a href="http://www.prudentialcarruthers.com">www.prudentialcarruthers.com</a> (410) 384-8030 – OFFICE (410) 384-9815 – FAX Patrick Welsh – Director Blythe Corkran – Assistant
<b>HENDERSON PROFESSIONAL DEVELOPMENT SEMINARS – HPDS</b> 1401 H Street, NW, Suite 250 Washington, DC 20005	<a href="mailto:study@hpdseminars.com">study@hpdseminars.com</a> (202) 347-7022 – OFFICE (301) 434-8084 – FAX Dr. Samuel Henderson – Director
<b>GREATER CAPITAL AREA ASSOCIATION OF REALTORS (GCAAR)</b>	<a href="mailto:ldowdey@gcaar.com">ldowdey@gcaar.com</a> website: <a href="http://www.gcaar.com">http://www.gcaar.com</a> (301) 590-2000 – PHONE (301) 590-2248 – FAX Lesley Dowdy – Director Scott Miller - Assistant Shelly Minnick – Assistant
<b>MD:</b> 8757 Georgia Avenue, #609 Silver Spring, MD 20910	
<b>DC:</b> 1818 N Street, NW, Suite T-50 Washington, DC 20036	

<b>LONG &amp; FOSTER INSTITUTE OF REAL ESTATE</b>	<a href="mailto:lee.busby@longandfoster.com">lee.busby@longandfoster.com</a> website: <a href="http://www.longandfoster.com">www.longandfoster.com</a> (301) 417-7100 – PHONE (800) 543-3365 – TOLL FREE (301) 975-1035 – FAX Leona Busby – Director
<b>MD:</b> 201 Perry Parkway, Suite 4 Gaithersburg, MD 20877	
<b>DC:</b> 4200 Wisconsin Avenue Washington, DC 20016	
<b>REYNOLDS REAL ESTATE ACADEMY</b> 3109 Georgia Avenue, NW Washington, DC 20010	<a href="mailto:slr1117@aol.com">slr1117@aol.com</a> (202) 882-3232 – OFFICE (202) 882-3682 – FAX Stuart Reynolds – Director
<b>WEICHERT REAL ESTATE SCHOOL</b>	jgabele@weichertrealtors.net (301) 718-4143 – MD OFFICE (202) 326-1010 – DC OFFICE (301) 718-4144 – FAX Jay Gabele – Director
<b>MD:</b> 6610 Rockledge Drive, Suite 100 Bethesda, MD 20817	
<b>DC:</b> Dupont Circle - 1930 18 <sup>th</sup> Street, NW Washington, DC 20009	

<b>ASHBY'S REAL ESTATE INSTITUTE</b> 1533 Pennsylvania Avenue, SE Washington, DC 20003		<a href="mailto:jashby9980@aol.com">jashby9980@aol.com</a> (202) 543-8060 - Phone (202) 543-9079 - Fax John Ashby - Director	
<b>60-Hour – DC Principles &amp; Practices of Real Estate for Salespersons</b>			
<b>Schedule</b>  1/21/03 to 2/27/03; (day schedule) 3/4/03 to 4/10/03; 4/15/03 to 5/22/03; 9/9/03 to 10/9/03; 10/21/03 to 11/28/03.	<b>Days</b>  Tue, Thu and Sat	<b>Time</b>  6:00pm-9:30pm  8:00am-1:15pm	<b>Breaks</b>  Two 15-minute breaks
Instructor(s): John Ashby			
<b>DATE OF BOARD APPROVAL:</b> January 13, 2003. <b>EXPIRATION DATE:</b> November 28, 2003			

<b>ALU-NIMA SCHOOL OF REAL ESTATE</b>		<a href="mailto:aluinfo@aol.com">aluinfo@aol.com</a> (301) 656-6462 – OFFICE (301) 656-6462 – FAX M.H. Bahreini – Director	
<b>MD:</b> 4401 East-West Highway, Suite 309 Bethesda, MD 20814			
<b>DC:</b> East Capital View CDC's Resource Center 5725 East Capital Street, SE Washington, DC 20019			
<b>60-hour – Principles &amp; Practices of Real Estate for Salespersons</b>			
<b>DC Schedule</b> <u><b>Session 1 - 2003</b></u> <b>Oct 25 Nov 1, 8, 15, 22, 29 and Dec 6, 13, 20, 27 / 2003</b>	<b>Days</b>  Sat	<b>Time</b>  9:30am - 12:30pm 1:00pm – 4:00pm	<b>Breaks</b>  12-15 – 12:30pm 3:45-4:00pm
<b>MD Schedule</b> <u><b>Session 2 - 2003</b></u> <b>Nov 3, 7, 10, 12, 14, 17, 19, 21, 24 and Dec 1, 3, 5, 8, 10, 12, 15, 17, 19, 22</b>	<b>Days</b>  Mon Wed Fri	<b>Time</b>  6:00pm – 9:00pm	<b>Breaks</b>  7:30-7:45PM
<b>MD Schedule</b> <u><b>Session 3 - 2003</b></u> <b>Oct 28, 30</b> <b>Nov 4, 6, 11, 13, 18, 20, 25</b> <b>Dec 2, 4, 9, 11, 16, 18*, 23*, 30*</b> *All classes to meet 3-6pm, except Dec 18, 23, 30, which will meet 3-9pm.	<b>Days</b>  Tue Thurs	<b>Time</b>  3:00pm - 6:00pm 6:00pm - 9:00pm	<b>Breaks</b>  5:45-6:00pm 7:30-7:45pm
Instructors: M.H. Bahreini, Shaun McMahon.			
<b>DATE OF BOARD APPROVAL:</b> October 21, 2003. <b>EXPIRATION DATE :</b> December 31, 2003			

<b>ALU-NIMA SCHOOL OF REAL ESTATE</b>		<a href="mailto:aluinfo@aol.com">aluinfo@aol.com</a> (301) 656-6462 – OFFICE (301) 656-6462 – FAX M.H. Bahreini – Director	
<b>MD:</b> 4401 East-West Highway, Suite 309 Bethesda, MD 20814			
<b>DC:</b> East Capital View CDC's Resource Center 5725 East Capital Street, SE Washington, DC 20019			
<b>135-hour – Principles &amp; Practices of Real Estate for Brokers</b>			
<b>DC Schedule</b>	<b>Days</b>	<b>Time</b>	<b>Breaks</b>
<b><u>Session 1 - 2003</u></b> <b>Nov</b> 3, 5, 7, 10, 12, 14, 17, 19, 21, 24, 26 and <b>Dec</b> 1, 3, 5, 8, 10, 12, 15, 17, 19, 22, 24, 26	Mon Wed Fri	3:00pm – 6:00pm 6:00pm – 9:00pm	5-45pm – 6:00pm 8:45pm – 9:00pm
Instructors: M.H. Bahreini, Shaun McMahon.			
<b>DATE OF BOARD APPROVAL:</b> October 21, 2003. <b>EXPIRATION DATE :</b> December 31, 2003			

<b>COLDWELL BANKER INSTITUTE OF REAL ESTATE</b> 7220-C Columbia Pike Annandale, VA 22003		<a href="mailto:bfrost@cbstevens.com">bfrost@cbstevens.com</a> <a href="mailto:dmfawcett@coldwellbankermove.com">dmfawcett@coldwellbankermove.com</a> (703) 256-5540 – Phone William Frost – Director Doreen Fawcett – Assistant	
<b>60-Hour – DC Principles &amp; Practices of Real Estate for Salespersons</b>			
<b>Schedule</b>  1/20/03 to 2/12/03; (day schedule) 3/24/03 to 4/16/03; 5/28/03 to 6/20/03; 7/28/03 to 8/20/03; 9/29/03 to 10/22/03; 12/1/03 to 12/22/03.  1/21/03 to 3/13/03; (evening schedule) 3/18/03 to 5/6/03; 5/20/03 to 7/15/03; 7/29/03 to 9/18/03; 9/30/03 to 11/20/03	<b>Days</b>  Mon Wed Fri  Tue Thur	<b>Time</b>  9:00am - 3:30pm  6:00pm-10:00pm	<b>Breaks</b>  12-12:30pm  Two 15-minute breaks
Instructor: Judith Duarte			
<b>DATE OF BOARD APPROVAL:</b> January 15, 2003. <b>EXPIRATION DATE :</b> November 20, 2003			

**COLQUITT CARRUTHERS INC.,  
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(410) 384-8030 – OFFICE

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Patrick Welsh – Director

Blythe Corkran – Assistant

## 60-Hour – DC Principles & Practices of Real Estate for Salespersons

Schedule	Days	Time	Breaks
8/11/03 to 8/27/03 (day)	Mon	9:00am-5:00pm	12:00pm-12:30pm
9/8/03 to 9/24/03 (day)	Wed		
10/6/03 to 10/22/03 (day)	Fri		
11/3/03 to 11/19/03 (day)			
12/1/03 to 12/17/03 (day)			
Schedule	Days	Time	Breaks
9/1/03 to 10/9/03 (evening)	Mon	6:00pm-10:00pm	10 minutes
10/20/03 to 11/20/03 (evening)	Wed		
	Thurs		
Instructor(s): Patrick Welsh, Larry Kamins			
<b>DATE OF BOARD APPROVAL:</b> August 4, 2003. <b>COURSE EXPIRATION:</b> August 31, 2005			



<b>HENDERSON PROFESSIONAL DEVELOPMENT SEMINARS – HPDS</b> 1401 H Street, NW, 1 <sup>st</sup> Floor Washington, DC 20005	<a href="mailto:study@hpdseminars.com">study@hpdseminars.com</a> (202) 347-7022 – OFFICE (301) 434-8084 – FAX Dr. Samuel Henderson – Director		
<b>60-Hour – DC Principles &amp; Practices of Real Estate for Salespersons (Mandated)</b>			
<b>Schedule</b>  <u><b>Session 1 (2003)</b></u> Sep 20, 23, 27, 30 and Oct 4, 7, 11, 14 <u><b>Session 2</b></u> Oct 18, 21, 25, 28 and Nov 1, 4, 8, 11 <u><b>Session 3</b></u> Nov 15, 18, 22, 25 and Dec 2, 6, 9, 13 <u><b>Session 4</b></u> Dec 20, 23, 30 and Jan 3, 6, 10, 13, 17 <u><b>Session 5 (2004)</b></u> Jan 17, 20, 24, 27, 31 and Feb 3, 7, 10 <u><b>Session 6</b></u> Feb 21, 24, 28, and Mar 2, 6, 9, 13, 16 <u><b>Session 7</b></u> Mar 20, 23, 27, 30 and Apr 3, 6, 13, 17 <u><b>Session 8</b></u> Apr 17, 20, 24, 27 and May 1, 4, 8, 11 <u><b>Session 9</b></u> May 15, 18, 25, 29 and Jun 1, 5, 8, 12 <u><b>Session 10</b></u> Jun 19, 22, 26, 29 and Jul 6, 10, 13, 17 <u><b>Session 11</b></u> Jul 17, 20, 24, 27, 31 and Aug 3, 7, 10 <u><b>Session 12</b></u> Aug 21 24, 28, 31 and Sep 7, 11, 14, 18 <u><b>Session 13</b></u> Sep 18, 21, 25, 28 and Oct 2, 5, 9, 12 <u><b>Session 14</b></u>	<b>Days</b>  Tue Sat	<b>Time</b>  8:30am - 5:30pm	<b>Breaks</b>  12-12:30pm
<b>DC Salesperson Schedule (continued)</b>  Oct 16, 19, 23, 26, 30 and Nov 2, 6, 9 <u><b>Session 15</b></u> Nov 20, 23, 30 and Dec 4, 7, 11, 14, 18 <u><b>Session 16</b></u> Dec 18, 21, 28, and Jan 4, 8, 11, 15, 18 <u><b>Session 17 2005</b></u> Jan 15, 18, 22, 25,29 and Feb 1, 5, 8 <u><b>Session 18</b></u> Feb 19, 22, 26 and Mar 1, 5, 8, 12, 15 <u><b>Session 19</b></u> Mar 19, 22, 29 and Apr 2, 5, 9, 12 ,16 <u><b>Session 20</b></u> Apr 16, 19, 23, 26, 30 and May 3, 7, 10 <u><b>Session 21</b></u> May 21, 24, 31 and June 4, 7, 11, 14, 18 <u><b>Session 22</b></u> Jun 18, 21, 25, 28 and Jul 5, 9, 12, 16 <u><b>Session 23*</b></u> Jul 16, 19, 23, 26, 30 and Aug 2, 6, 9 / 2005  *NOTE: This is the last session for the 2003-2005 cycle. New cycle applications must be submitted for September 2005 – August 2007.			
Instructors: Dr. Samuel Henderson			
DATE OF BOARD APPROVAL: September 1, 2003. COURSE EXPIRATION: August 9, 2005			

**HENDERSON PROFESSIONAL  
DEVELOPMENT SEMINARS – HPDS**

1401 H Street, NW, 1<sup>st</sup> Floor  
Washington, DC 20005

[study@hpdseminars.com](mailto:study@hpdseminars.com)

(202) 347-7022 – OFFICE  
(301) 434-8084 – FAX  
Dr. Samuel Henderson – Director

## 135-Hour – DC Principles & Practices of Real Estate for Brokers (Mandated)

Schedule	Days	Time	Breaks
<b><u>Session 1 (2003)</u></b> <b>Sep 20, 24, 27 and Oct 1, 5, 8, 11, 15, 18, 22, 25, 29 and Nov 1, 5, 8</b> <b><u>Session 2</u></b> <b>Oct 18, 22, 25, 29 and Nov 1, 5, 8, 12, 15, 19, 22, 26 and Dec 3, 6, 10/2003</b> <b><u>Session 3 (2003 thru 2004)</u></b> <b>Nov 15, 19, 22, 26 and Dec 3, 6, 10, 13, 17, 20, 31 and Jan 3, 7, 10, 14</b> <b><u>Session 4</u></b> <b>Dec 20, 31 and Jan 3, 7, 10, 14, 17, 21, 24, 28, 31 and Feb 4, 7, 11, 14/2004</b> <b><u>Session 5 (2004)</u></b> <b>Jan 17, 21, 24, 28, 31 and Feb 4, 11, 14, 18, 21, 28 and Mar 3, 6</b> <b><u>Session 6</u></b> <b>Feb 21, 25, 28 and Mar 3, 6, 10, 13, 17, 20, 24, 27, 31 and Apr 3, 7, 14</b> <b><u>Session 7</u></b> <b>Mar 20, 24, 27, 31 and Apr 3, 7, 14, 17, 21, 24, 28 and May 1, 5, 8, 12</b> <b><u>Session 8</u></b> <b>Apr 17, 21, 24, 28 and May 1, 5, 8, 12, 15, 19, 22, 26 and Jun 2, 5, 9</b> <b><u>Session 9</u></b> <b>May 15, 19, 22, 26 and Jun 2, 5, 9, 12, 16, 19, 23, 26, 30 and Jul 7, 10</b> <b><u>Session 10</u></b> <b>Jun 19, 23, 26, 30 and Jul 7, 10, 14, 17, 21, 24, 28, 31 and Aug 4, 7, 11</b> <b><u>Session 11</u></b> <b>Jul 17, 21, 24, 28, 31 and Aug 4, 7, 11, 14, 18, 21, 25, 28 and Sep 1, 8</b> <b><u>Session 12</u></b> <b>Aug 21, 25, 28 and Sep 1, 8, 11, 15, 18, 22, 25, 29 and Oct 2, 6, 9, 13</b>	<p>Sat Wed</p>	<p>8:30am - 5:30pm</p>	<p>12-12:30pm</p>
<p style="text-align: center;"><b>DC Broker Schedule (continued)</b></p> <p><b><u>Session 13</u></b>  <b>Sep 18, 22, 25, 29 and Oct 2, 6, 9, 13, 16, 20, 23, 27, 30 and Nov 3, 6</b>  <b><u>Session 14</u></b>  <b>Oct 16, 20, 23, 27, 30 and Nov 3, 6, 10, 13, 17, 20, 24 and Dec 1, 4, 11/2004</b>  <b><u>Session 15 (2004 thru 2005)</u></b>  <b>Nov 20, 24 and Dec 1, 4, 8, 11, 15, 18, 22, 29 and Jan 5, 8, 12, 15, 19</b>  <b><u>Session 16</u></b>  <b>Dec 18, 22, 29 and Jan 5, 8, 12, 15, 19, 22, 26, 29 and Feb 2, 5, 9, 12</b>  <b><u>Session 17 2005</u></b>  <b>Jan 15, 19, 22, 26, 29 and Feb 2, 5, 9, 12, 19, 23, 26 and Mar 2, 5</b>  <b><u>Session 18</u></b>  <b>Feb 19, 23, 26 and Mar 2, 5, 9, 12, 16, 19, 23, 30 and Apr 2, 6, 9, 13</b>  <b><u>Session 19</u></b>  <b>Mar 19, 23, 30 and Apr 2, 6, 9, 13, 16, 20, 23, 27, 30 and May 4, 7, 11</b>  <b><u>Session 20</u></b>  <b>Apr 16, 20, 23, 27, 30 and May 4, 7, 11, 14, 18, 25, and Jun 1, 4, 8</b>  <b><u>Session 21</u></b>  <b>May 21, 25 and June 1, 4, 8, 11, 15, 18, 22, 25, 29 and July 6, 9, 13, 16</b>  <b><u>Session 22</u></b>  <b>Jun 18, 22, 25, 29 and Jul 6, 9, 13, 16</b>  <b><u>Session 23*</u></b>  <b>Jul 16, 20, 23, 27, 30 and Aug 3, 6, 13, 17, 20, 24, 27, 31 and Sep 7, 2005</b></p> <p>*NOTE: This is the last session for the 2003-2005 cycle. New cycle applications must be submitted for September 2005 – August 2007.</p>			

Instructors: Dr. Samuel Henderson

**DATE OF BOARD APPROVAL:** September 1, 2003. **COURSE EXPIRATION:** September 7, 2005

**HENDERSON PROFESSIONAL  
DEVELOPMENT SEMINARS – HPDS**

1401 H Street, NW, 1<sup>st</sup> Floor  
Washington, DC 20005

[study@hpdseminars.com](mailto:study@hpdseminars.com)

(202) 347-7022 - OFFICE  
(301) 434-8084 – FAX  
Dr. Samuel Henderson – Director

## 45-Hour – Property Manager Prelicensing (Non-Mandated)

Schedule	Days	Time	Breaks
<b><u>Session 1 (2003)</u></b> Sep 20, 27 (Sat) and 23, 25, 30 /2003 <b><u>Session 2</u></b> Oct 18, 21, 23, 25, 28/2003 <b><u>Session 3</u></b> Nov 15, 18, 20, 22, 25 <b><u>Session 4 (2003 &amp; 2004)</u></b> Dec 20, 23, 30 and Jan 3, 6	Sat Tue Thurs	8:30am - 5:30pm 6:00pm-9:30pm	12-12:30pm
<b><u>Session 5 ( 2004)</u></b> Jan 17, 20, 22, 24, 27 <b><u>Session 6</u></b> Feb 21, 24, 26, 28 and Mar 2 <b><u>Session 7</u></b> Mar 20, 23, 25, 27, 30 <b><u>Session 8</u></b> Apr 17, 20, 22, 24, 27 <b><u>Session 9</u></b> May 15, 18, 20, 22, 25 <b><u>Session 10</u></b> Jun 19, 22, 24, 26, 29 <b><u>Session 11</u></b> Jul 17, 20, 22, 24, 27 <b><u>Session 12</u></b> Aug 21, 24, 26, 28, 31 <b><u>Session 13</u></b> Sep 18, 21, 23, 25, 28 <b><u>Session 14</u></b> Oct 16, 19, 21, 23, 26 <b><u>Session 15</u></b> Nov 20, 23, 30 and Dec 2, 4 <b><u>Session 16</u></b> Dec 18, 21, 23, 28, 30	<b>DC Property Manager Schedule (continued)</b>  <b><u>Session 17 ( 2005)</u></b> Jan 15, 18, 20, 22, 25 <b><u>Session 18</u></b> Feb 19, 22, 24, 26 and Mar 1 <b><u>Session 19</u></b> Mar 19, 22, 24, 29, 31 <b><u>Session 20</u></b> Apr 16, 19, 21, 23, 26 <b><u>Session 21</u></b> May 21, 24, 26, 31 and Jun 2 <b><u>Session 22</u></b> Jun 18, 21, 23, 25, 28 <b><u>Session 23</u></b> Jul 16, 19, 21, 23, 26 <b><u>Session 24</u></b> Aug 20, 23, 25, 27, 30   		

<b>GREATER CAPITAL AREA ASSOCIATION OF REALTORS (GCAAR)</b>		<a href="mailto:ldowdey@gcaar.com">ldowdey@gcaar.com</a> website: <a href="http://www.gcaar.com">http://www.gcaar.com</a> (301) 590-2000 – PHONE (301) 590-2248 - FAX	
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<b>135-Hour – DC Principles &amp; Practices of Real Estate for Brokers</b>			
<b>GRI 100 SERIES 2003</b> <u>9:00AM – 4:30PM</u> 101 – Feb 3/Sept 8 102 – Feb 6/Sept 11 103 – Feb 10/Sept 15 104 – Feb 13/Sept 17 105 – Feb 19/Sept 22 2003	<b>GRI 200 SERIES 2003</b> <u>9:00AM-4:30PM</u> 201 – Mar 5/Oct 2 202 – Mar 10/Oct 8 203 – Mar 12/Oct 10 204 – Mar 17/Oct 16 205 – Mar 20/Oct 20 2003	<b>GRI 300 SERIES 2003</b> <u>9:00AM – 4:30PM</u> 301 – Apr 2/Nov 3 302 – Apr 7/Nov 5 303 – Apr 10/Nov 7 304 – Apr 14/Nov 12 305 – Apr 15/Nov 14 2003	<b>GRI 400 SERIES 2003</b> <u>9:00AM – 5:00PM</u> 401 – May 5/Dec 4 402 – May 8/Dec 8 403 – May 12/Dec 10 404 – May 14/Dec 15 405 – May 19/Dec 18, 2003
Instructor(s): Alvin C. Monshower, Michael Briggs, Doris Barrell, James Semeyn, David Lennhoff, Thomas Lynch, Jane Fairweather, Steve Abraham, Esq., Marjorie Rosner, Art Konopka, Linda deMarlor, Connie Kurtz, Allison Mooney, Dale Mattison, Rick Brown, Jay Olshonski, Elaine White, Michael Dennis.			
<b>DATE OF BOARD APPROVAL:</b> March 5, 2003. <b>COURSE EXPIRATION :</b> December 18, 2003			

<b>LONG &amp; FOSTER INSTITUTE OF REAL ESTATE</b>		<a href="mailto:lee.busby@longandfoster.com">lee.busby@longandfoster.com</a> website: <a href="http://www.longandfoster.com">www.longandfoster.com</a> (301) 417-7100 – PHONE (800) 543-3365 – TOLL FREE (301) 975-1035 - FAX Leona Busby - Director	
<b>MD:</b> 201 Perry Parkway, Suite 4 Gaithersburg, MD 20877			
<b>DC:</b> 4200 Wisconsin Avenue Washington, DC 20016			
<b>60-Hour Principles &amp; Practices of Real Estate for Salespersons</b>			
<b>Schedule 2003</b> <b>Nov:</b> 3, 5, 7, 10, 12, 14, 17, 19	<b>Days</b>  Mon Wed Fri (Day)	<b>Time</b>  9:00am-5:00pm	<b>Breaks</b>  12-12:30pm
<b>Schedule 2004</b> <b>Feb:</b> 09, 11, 13, 18, 20, 23, 25, 27 <b>Mar:</b> 10, 12, 15, 17, 19, 22, 24, 26 <b>Apr:</b> 7, 9, 12, 14, 16, 19, 21, 23 <b>No May Classes</b> <b>June:</b> 7, 9, 11, 14, 16, 18, 21, 23 <b>July:</b> 7, 9, 12, 14, 16, 19, 21, 23 <b>No Aug Classes</b> <b>Sept:</b> 8, 10, 13, 15, 17, 20, 22, 24 <b>Oct:</b> 8, 11, 13, 15, 18, 20, 22, 25 <b>Nov:</b> 3, 5, 8, 10, 12, 15, 17, 19			
<b>Schedule 2003</b> <b>Dec:</b> 8, 9, 11, 12, 15, 16, 18, 19	<b>Days</b>  Mon Tue Thurs Fri (Day)	<b>Time</b>  9:00am-5:00pm	<b>Breaks</b>  12-12:30pm
<b>Schedule 2004</b> <b>Jan:</b> 8, 9, 12, 13, 15, 16, 19, 21 <b>No Classes for Feb, Mar, and April</b> <b>May:</b> 10, 11, 13, 14, 17, 18, 20, 21 <b>No Classes for Jun and July</b> <b>Aug:</b> 19, 20, 23, 24, 26, 27, 30, 31 <b>Dec:</b> 6, 7, 9, 10, 13, 14, 16, 17			
<b>Schedule 2003</b> <b>Nov/Dec:</b> 8, 11, 13, 15, 18, 20, 22, 25 and Dec 2, 4, 6, 9	<b>Days</b>  Tue Thurs (Evenings)  and Sat	<b>Time</b>  6:00pm - 10:00pm  9:00am - 5:00pm	<b>Breaks</b>  Two 10-minute breaks  12-12:30pm
<b>Schedule 2004</b> <b>Jan/Feb:</b> 10, 13, 15, 17, 20, 22, 24, 27, 29, 31 and Feb 3, 5 <b>Feb/Mar:</b> 19, 21, 24, 26, 28 and Mar 2, 4, 6, 9, 11, 13 <b>Apr:</b> 3, 6, 8, 10, 13, 15, 17, 20, 22, 24, 27, 29 <b>May/Jun:</b> 15, 18, 20, 22, 25, 27 and Jun 1, 3, 5, 8, 10, 12 <b>Jul/Aug:</b> 10, 13, 15, 17, 20, 22, 24, 27, 29, 31 and Aug 3, 5 <b>Aug/Sept:</b> 21, 24, 26, 28, 31 and Sep 2, 7, 9, 11, 14, 18, 21 <b>Oct/Nov:</b> 9, 12, 14, 16, 19, 21, 23, 26, 28, 30 and Nov 2, 4 <b>Nov/Dec:</b> 20, 23, 30 and Dec 2, 4, 7, 9, 11, 14, 16, 18			
Instructor(s): <b>Kevin Borsody, Nancy Clinard, Mary McGuire, Ingrid Carmichael, Leona Busby, Farhad Rozi, Darrell Parsons, Jody Beal, Niamaat, Lacy Alston,</b> Omiome O. Olaghere, Harold Grant Gordon, Steven S. Klein, Jill Pogach Michaels, Sara Hope Borofsky, Catherine Hamel, Thomas N. Brockett, GRI, Elizabeth Jane Panjehshahi, Elizabeth Gray, David Thomas, Lacy Alston, Niamaat.			
<b>DATE OF BOARD APPROVAL:</b> October 15, 2003 – <b>EXPIRATION DATE:</b> August 31, 2005			

<b>LONG &amp; FOSTER INSTITUTE OF REAL ESTATE</b>		<a href="mailto:lee.busby@longandfoster.com">lee.busby@longandfoster.com</a> website: <a href="http://www.longandfoster.com">www.longandfoster.com</a> (301) 417-7100 – PHONE (800) 543-3365 – TOLL FREE (301) 975-1035 – FAX Leona Busby - Director	
<b>MD:</b> 201 Perry Parkway, Suite 4 Gaithersburg, MD 20877			
<b>DC:</b> 4200 Wisconsin Avenue Washington, DC 20016			
<b>60-Hour Principles &amp; Practices of Real Estate for Salespersons</b>			
<b>Schedule 2005</b>  <b>Feb:</b> 07, 09, 11, 14, 16, 18, 23, 25 <b>Mar:</b> 07, 09, 11, 14, 16, 18, 21, 23 <b>Apr:</b> 08, 11, 13, 15, 18, 20, 22, 25 <b>No May Classes</b> <b>June:</b> 6, 8, 10, 13, 15, 17, 20, 22 <b>July:</b> 11, 13, 15, 18, 20, 22, 25, 27 <b>No Aug Classes</b> <b>Sept:</b> 9, 12, 14, 16, 19, 21, 23, 26 <b>Oct:</b> 10, 12, 14, 17, 19, 21, 24, 26 <b>Nov:</b> 4, 7, 9, 11, 14, 16, 18, 21	<b>Days</b>  Mon Wed Fri	<b>Time</b>  9am-5pm	<b>Breaks</b>  12-12:30pm
<b>Schedule 2005</b>  <b>Jan:</b> 10, 11, 13, 14, 18, 20, 21, 24 <b>No Classes for Feb, Mar, and April</b> <b>May:</b> 15, 16, 18, 19, 22, 23, 25, 26 <b>No Classes for Jun and July</b> <b>Aug:</b> 15, 16, 18, 19, 22, 23, 25, 26 <b>Dec:</b> 5, 6, 8, 9, 12, 13, 15, 16	<b>Days</b>  Mon Tue Thurs Fri	<b>Time</b>  9am-5pm	<b>Breaks</b>  12-12:30pm
<b>Schedule 2005</b>  <b>Jan/Feb:</b> 11, 13, 15, 18, 20, 22, 25, 27, 29 and <b>2/1,3, 5 / 2005</b> <b>Feb/Mar:</b> 22, 24, 26 and <b>3/1, 3, 5, 8, 10, 12, 15, 17, 19</b> <b>Apr:</b> 5, 7, 9, 12, 14, 16, 19, 21, 23, 26, 28, 30 <b>May/Jun:</b> 14, 17, 19, 21, 24, 26, 31 and <b>6/2, 4, 7, 9, 11</b> <b>Jun/Jul:</b> 25, 28, 30 and <b>7/7, 9, 12, 14, 16, 19, 21, 23, 26</b> <b>Aug/Sept:</b> 23, 25, 27, 30 and <b>9/1, 6, 8, 10, 13, 15, 17</b> <b>Oct/Nov:</b> 8, 11, 13, 15, 18, 20, 22, 25, 27, 29 and <b>11/1, 3</b> <b>Nov/Dec:</b> 17, 19, 22, 29 and <b>12/ 1, 3, 6, 8, 10, 13, 15, 17</b>	<b>Days</b>  Tue Thurs Sat	<b>Time</b>  6pm – 10pm and 9am - 5pm	<b>Breaks</b>  Two 10-minute breaks  12-12:30pm
Instructor(s): <b>Kevin Borsody, Nancy Clinard, Mary McGuire, Ingrid Carmichael, Leona Busby, Farhad Rozi, Darrell Parsons, Jody Beal, Niamaat, Lacy Alston,</b> Omiome O. Olaghere, Harold Grant Gordon, Steven S. Klein, Jill Pogach Michaels, Sara Hope Borofsky, Catherine Hamel, Thomas N. Brockett-GRI, Elizabeth Jane Panjehshahi, Elizabeth Gray, David Thomas, Lacy Alston, Niamaat.			
<b>DATE OF BOARD APPROVAL:</b> October 15, 2003 – <b>EXPIRATION DATE:</b> <b>August 31, 2005</b>			

(2005 schedule continued on next page)

<b>REYNOLDS REAL ESTATE ACADEMY</b> 3109 Georgia Avenue, NW Washington, DC 20010		<a href="mailto:slr1117@aol.com">slr1117@aol.com</a> (202) 882-3232 – OFFICE (202) 882-3682 – FAX Stuart Reynolds – Director	
<b>60- hour Principles &amp; Practices of Real Estate for Salespersons</b>			
<b>Schedule</b>  <b>Fall 2003</b> Wed: 9/10/03 thru 11/19/03 and Sat: 9/13, 9/27, 10/11, 10/25/03  <b>Winter 2004</b> Wed: 1/7/04 thru 3/3/04 and Sat: 1/10, 1/24, 2/7, 2/21, 2/28/04  <u>Accelerated Schedule:</u> <b>Winter 2004</b> 1/13/04 –2/3/04 (10 days x 6 hours per day )  <b>Spring 2004</b> Wed: 4/7/04 thru 6/2/04 and Sat: 4/10/04, 4/17, 5/1, 5/15, 5/29/04  <b>Fall 2004</b> Wed: 9/8/04 thru 11/17/04 and Sat: 9/11, 9/25, 10/9, 10/23/04	<b>Days</b>  Every Wed and alternate Sat   Accelerated Schedule: Tues Wed Thurs	<b>Time</b>  6:00pm - 10:00pm – Wed 8:30am - 1:00pm – Sat   Accelerated Schedule: 10:00 am - 5:00 pm	<b>Breaks</b>  7:30-7:45pm 10:00 - 10:15am   Accelerated Schedule: 30 min lunch; 2-15 min breaks
Instructor(s): Stuart Reynolds, Crystal D. Thomas			
<b>DATE OF BOARD APPROVAL:</b> September 1, 2003. <b>EXPIRATION DATE :</b> October 23, 2004			

<b>WEICHERT REAL ESTATE SCHOOL</b>		jgabele@weichertrealtors.net (301) 718-4143 – MD OFFICE (202) 326-1010 – DC OFFICE (301) 718-4144 – FAX Jay Gabele - Director	
<b>MD:</b> 6610 Rockledge Drive, Suite 100 Bethesda, MD 20817			
<b>DC:</b> Dupont Circle - 1930 18 <sup>th</sup> Street, NW Washington, DC 20009			
<b>60-hour – Principles &amp; Practices of Real Estate for Salespersons</b>			
<b>Schedule</b>	<b>Days</b>	<b>Time</b>	<b>Breaks</b>
1/13/03 to 2/05/03 (day)	Mon Wed and Fri	9:00am - 5:00pm	12-12:30pm
<b>Schedule</b> 5/19/03 to 6/11/03 (day) 5/28/03 to 6/30/03 (evening) No Class 5/26 6/23/03 to 7/23/03 (day) No Class 7/4 8/4/03 to 8/25/03 (day) 9/3/03 to 9/24/03 (day) 10/1/03 to 10/27/03 (day) No Class 10/6 or 10/13 11/3/03 to 11/24/03 (day)  7/14/03 to 8/23/03  No Class 8/12, 8/14 or 8/16 8/25/03 to 10/4/03  No Class 8/30, 9/1 or 9/27 10/20/03 to 11/22/03	<b>Days</b> Mon Wed Fri   Mon Wed Sat	<b>Time</b> 9:30am - 4:00pm  6:00pm – 10:00pm (Eve) 9:00am – 1:00pm (Sat)	<b>Breaks</b> 12-12:30pm
Instructor(s): Tony Mizzer, Robert Wroe			
<b>DATE OF BOARD APPROVAL:</b> July 8, 2003 - <b>EXPIRATION DATE :</b> November 22, 2003			